

AUTO INDUSTRY IS RECOGNIZED AS A BUSINESS

Has Developed Into Important Factor in Industrial Circles.

One seldom hears the automobile industry now spoken of as the "automobile game." The reason is that it has ceased to be a game and is down to a solid business foundation.

In years past the automobile agent or dealer who had the most friends and could give those friends a grand blowout once in a while was called the king of good fellows. Naturally some of these friends would purchase an automobile of this dealer on the principle that he was a good fellow and they would help him out as much as they could. However, it is very much different today, and although good fellowship goes a long way toward the sale of a car, it is the car itself that sells now.

Automobile Agents.

Automobile agents have found that it does not pay to wait for prospective purchasers to come to them, for today conditions are the reverse of what they were two or three years ago and it is a case of going after those who have shown their intentions of making a purchase.

Today the selling of automobiles is a most interesting business. The wonderful standardization of the motor vehicle in the past three years has brought about keen competition and each maker and dealer realizes that the business has resolved itself into a survival of the fittest, and each maker and dealer is doing all he can to be one of the survivors.

No Gold Brick Game.

Fully 80 per cent of the automobiles made in this country today can be depended upon by the prospective purchaser and owner to do just what is claimed. If you want a low priced car you can't expect as much of it as you can from a strictly high class, high grade and high priced car.

The buying public is more exacting in their demands than ever before. They want more for their money today and, in fact, look upon the purchase of a motor vehicle as an investment. In former years a man looked upon the automobile as an expensive plaything and was willing to pay the price asked for the novelty of riding about in a horseless carriage.

Expect Durability.

The older dealers have found matters considerably changed of late, for today a man or woman buys an automobile and expects that with proper care the car will stand a few years.

And in defense of the makers it must be said that many of them can point to many of their cars that have been used four and five years and are still in good running order, proving that the conservative and trustworthy maker, who has the intention of remaining in the business for more than a night, is giving the people just what they demand.

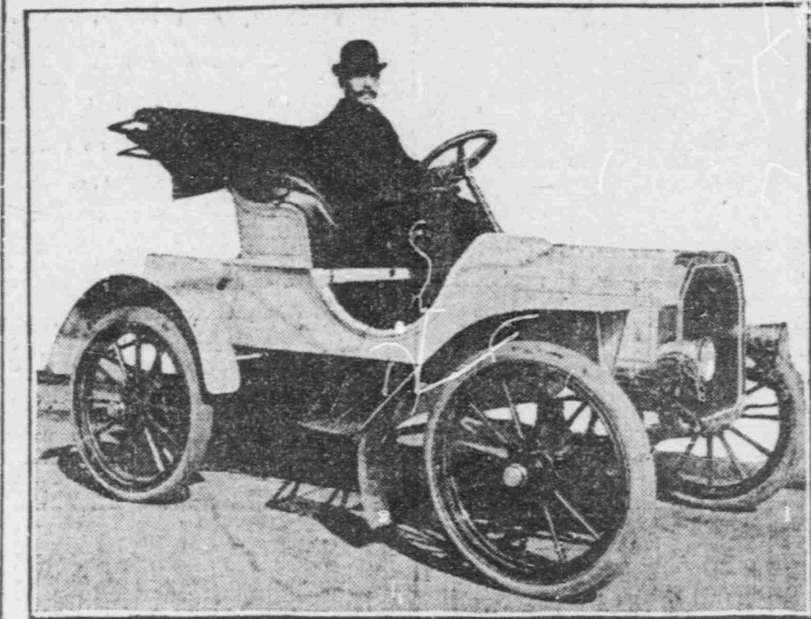
CHANGES PROPOSED IN ROAD RACE CODE

While not altogether new, the proposition has again come to the front, and prominent members of the racing board are contemplating offering a rule which will introduce changes into road racing which have not existed before.

It is proposed by a prominent official of the A. A. A. that a rule be made allowing the promoting bodies, having in charge the great road races, for stock cars, to enter a factory in this country or an importing concern to select from the regular stock car for any race entered. The car selected of the type entered will then be driven or a duplicate of it also selected by the committee.

There can be no doubt at all that many a stock car is prepared especially for races, and it is the object of the committee to prevent the turning out of special cars and to bring about regular competition between stock cars, such as are shown daily on the floors of the salesrooms.

Latest Type of Electric Scores Hit With Buyers



NEW BAKER ELECTRIC RUNABOUT.

With E. Gruenfeldt, Chief Engineer of the Baker Motor Vehicle Company, at the Wheel.

First Model of New Electric Runabout Here Last Week.

The first of the new Baker electric runabouts to be seen in Washington was brought here last week by E. Gruenfeldt, designer and chief engineer for the Baker Company, of Cleveland, Ohio.

Led by the increased demand for an electric carriage on the lines of the modern automobile, the Baker company has placed on the market this runabout which has scored an instantaneous hit and for which the local agents, Cook &

Stoddard, have already received a number of orders.

The chassis, the motor, and controller used are the same as on the new Baker-Victoria. Simplicity is the prime merit of the runabout, and in this machine simplicity, it is claimed, is combined with the highest reliability. The battery, consisting of thirty cells, is located in front of and near the carriage and is so divided that its weight is equally distributed with that of the two passengers.

The motor is of a special design, which is said to combine efficiency with easy running. The steering is manipulated by a wheel and an adjustable gear—another special design by the makers of this car. Another point of strength named in the catalogue is the strength of the braking system. Two independent types make up this equipment, operated by two pedals.

A. A. A. YEAR BOOK AID TO TOURISTS

Contains Comprehensive List of Hotels, Routes, and Garages.

BUFFALO, N. Y., April 4.—How broad in scope has become the work being done for motorists by the American Automobile Association is illustrated by the information for tourists now in hand and being compiled.

The office of the touring board at Buffalo is a busy place these days, where the officials and half a dozen expert assistants are forced to work long hours to keep in shape the vast amount of information arriving, and answering the inquiries received from members.

Speaking of the work of the touring board, and how the fact of the A. A. A. being truly national in its character, enables it to do what none other can, Chairman Hower says:

"It must be remembered that the touring board, besides the chairman and Secretary Lewis, has ninety members, located in as many sections of the country."

"This year's book of the A. A. A. tour will contain, besides the route, a complete list of the hotels and garages in towns of 5,000 inhabitants or over, in 27 States. These books will be sent free of charge to every member of the association—some 15,000 in all. The guaranteed rates quoted will prevail only for members on presentation of their 1908 card."

"Through its touring board, the American Automobile Association has opened an office in Paris, at 4 bis rue Descombes, presided over by Victor Breyer. Mr. Breyer is an American who has spent the last six years in Paris. By arrangements made through Mr. Breyer, a member of the American Automobile Association can rent a first class car of almost any manufacture he desires, at a reasonable rate, the price covering all expenses of every description, including driver, gasoline, repair, garage charges, chauffeur and the chauffeur's personal expenses."

Tendency Leans To More Severe Scoring Rules

Clubs Favor Stringent Marking for Coming Auto Competitions.

It is quite apparent from the announcements that competitors in the many economy runs, touring contests of every sort, and other events, are to have hard picking this year.

The clubs which will promote events have decided to bring about a winner in each class, and the rules laid down at Chicago have been altered but little.

The Chicago Motor Club ran a contest and brought forth the Haynes as a clean-score winner, and the "fly car" in a field of nearly two score with a clean slate. Other cars lost by a few points owing to minor defects, including the Pierce, which had a debit of two points for a little grease cup, which was loose on the rear axle, and which required but two or three twists to tighten.

No contest prior to that time had ever had as severe a rule, but the clubs of the country evidently believe that it is for the best of motoring to put forth rules quite as severe as those at Chicago, even though by so doing they sacrifice good records gained by others.

SWIPED.

"Do you believe that all things come to him who waits?" "They may start for him, but usually some man who hustles overtakes them before they get to the man who waits." —Exchange.

"HOMEMADE" AUTO WINNER OF MANY RACING CONTESTS

Motorists and Cyclists Making Plans for Spring Tours.

One of the most novel automobiles seen on the streets of Washington for some time is a car made by V. L. Emerson, of Cincinnati, Ohio.

It is of the type known as a "military car," and was built by Emerson for use in racing and other road competitions. It is a six-cylinder machine with 30-horsepower.

The most remarkable feature of the machine, and one which accounts for its long list of victories in speed contests is its lightness. A six-cylinder car which weighs but 1,500 pounds is a decided novelty. The mud guards are of wood and the entire chassis is constructed for lightness and durability.

The car has been entered in seventeen of the events and in sixteen of these has captured first place. In many of these contests Emerson's machine was matched against American and foreign cars of the first rank. It holds a record of a mile in forty-six seconds on a straight-away track.

Among the special features are the automatic control of the spark, and the fact that the transmission requires no quadrant. The axles are put together like the breech of a gun, no bolts being used.

The chassis is set low on the ground, enabling the car to execute hair-raising turns, and to this feature it owes much of its success on circular tracks. Mr. Emerson is spending several months in Alexandria and may enter the car in some of the spring auto competitions in the East before returning to Cincinnati.

The circle of Washington agents will lose one of its best known and most popular members when John A. Lutz relinquishes the agency for the Oldsmobile and leaves the auto field.

Mr. Lutz will close his agency at Fourteenth and R streets to engage in other business. He was one of the most popular of the local dealers and general regret is expressed at his decision to leave the field.

The agency for the Oldsmobile has not yet been awarded, but it is expected a local representative will be named to take Mr. Lutz's place this week.

Wallace Hood will drive to Baltimore today in a Thomas Flyer.

That interest is to be revived in bicycling this summer is indicated by the fact that forty members of the Washington Cycle Club will meet at Tenth and E streets northwest at 1 o'clock this afternoon and ride to the Anglers' Club house, about four miles above Cabin John Bridge.

This is the first of a series of runs which the club has planned to nearby places.

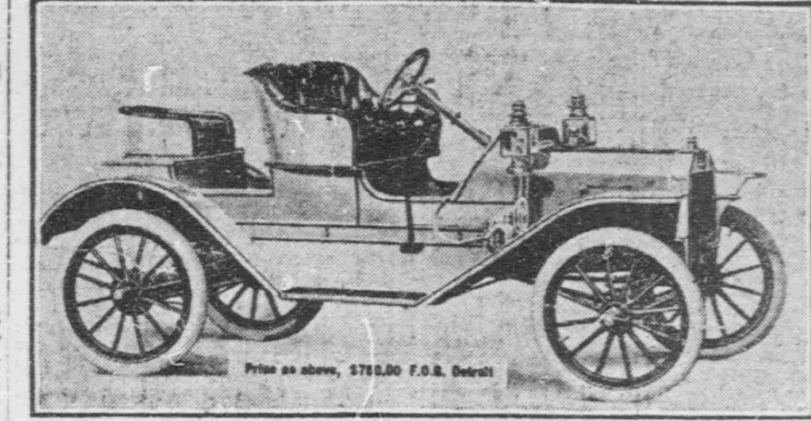
T. N. Mudd, Jr., reports sales last week of Reading-Standard motorcycles to Robert Marmion and E. R. Robey. Both were single-cylinder machines.

Billy French, of Jersey City, has been in town for a week with his specially designed foreign motorcycle. French is an expert rider and has spent much of his time in beguiling local cyclists with impromptu exhibitions of speed and hazardous riding.

One Pat Troop has been making the welkin ring for a week or more with loud and long dissertations on the good points of a new motor cycle which he is trying to introduce here.

The machine is a single cylinder mod-

Addition to Ford Line Of Moderate Priced Cars



FORD MODEL S ROADSTER.

A Carload Will Arrive at Charles E. Miller's Agency Next Week.

el, but Troop, nothing abashed, states that it can do fifty-four miles an hour, and, furthermore, can outdistance a two-cylinder cycle of a well-known make. Whereupon, there was a council of war among the faithful riders of the more ancient, if not more honorable two-cylinder machine, and no other than Ed Mangold had the hardihood to pronounce and declare that he was willing at any time or place to call Troop's bluff.

Troop is willing, professes to be anxious, in fact, and the time and conditions of the match will be fixed today.

The Nickerson Auto Exchange reports the sale of a Cadillac runabout to G. H. Baum, of the Postoffice Department. The auto will be used for the collection of mail. A gentleman's roadster was sold to William Lutz.

Manager Nickerson expects a consignment of second hand cars here this week which will include '07 Maxwells and Ford runabouts.

Dr. E. Y. Davidson, 1105 East Capitol street, received his new 4-cylinder Ford runabout last week from Charles E. Miller & Bro. Leonard Sargent, 1311 E street, and Dr. W. E. Miller, 692 Eleventh street, have ordered 1908 models of the same machine, which will be shipped at once.

A carload of new Model S Ford roadsters is expected here this week. Charles E. Miller, local agent for the Ford and for the Indian motorcycle, also announces that twenty Indians will arrive here shortly. The motorcycles are single cylinder machines in 2 1/2 and 3 1/2 horsepower. Included in the consignment will be several 2-cylinder 5-horsepower cycles.

I. C. Keller, of the Hartford Auto Factory, was in Washington last week.

CHALFANT IS CHOSEN TO SUCCEED BUDLONG

At the termination of the meeting of the executive committee held last week at the office of the Association of Licensed Automobile Manufacturers, announcement was made that by reason of the resignation of M. J. Budlong as general manager of the association, E. F. Chalfant was selected to take charge of the affairs of the association as assistant general manager.

Mr. Chalfant has been identified with the automobile industry for some years, being sales manager of the Waltham Manufacturing Company, who are members of the licensed association.

Prior to entering the automobile field, Mr. Chalfant was assistant to the president and head of the sales department of the International Tire Company. His experience in the sales end of the industry dates back some fifteen years, he having been closely identified with the bicycle industry for nearly twelve years.

BOARD DETERMINES WEIGHT OF RACERS

Course of Next Vanderbilt Contest Not Yet Selected.

NEW YORK, April 4.—Action in the direction of selecting a course for the next automobile race for the Vanderbilt Cup, to be run in the fall, has not been taken by the racing board of the American Automobile Association, although conditions for the conduct of the race were decided upon.

The most important of the new conditions relates to the weight of cars. The new rule requires a minimum weight of 1,385.5 pounds, and a maximum weight of 2,944.5 pounds, which will make eligible all the foreign cars now being constructed for the big races abroad.

Distance Fixed.

It was decided that the race shall be for a distance of not less than 250 miles nor more than 300 miles, and that it cannot be held on a horse or bicycle track. Entries for the contest will close September 1. Announcement was made today that ten entries already had been received.

Frank C. Batty, president of the Savannah Automobile Club, was appointed a member of the racing board. A resolution was adopted thanking Gov. Hoke Smith, the Georgia military, police, and trade and civic authorities, and the officers of the Savannah Automobile Club for their efforts in making the recent Savannah race a success.

BALTIMORE CYCLISTS PREPARE FOR RACES

BALTIMORE, Md., April 4.—The Crescent Bicycle Club of Baltimore, has arranged a series of events, by means of which it will lift material for this season's track team.

On Sunday, April 12, the club will hold a closed 12-mile road race, over the course which was the scene of a number of open road races held by the Crescent last fall. For the new series the club will donate the necessary prizes and no entrance fee will be charged.

As soon as the weather will permit a number of the members will attempt to break the existing club records at one, five, ten, and twenty miles; the club offering gold medals to the members breaking the various records. This club will run its annual spring half century on Sunday, June 7.

Owner and Chauffeur Both Commend The Dewey Garage

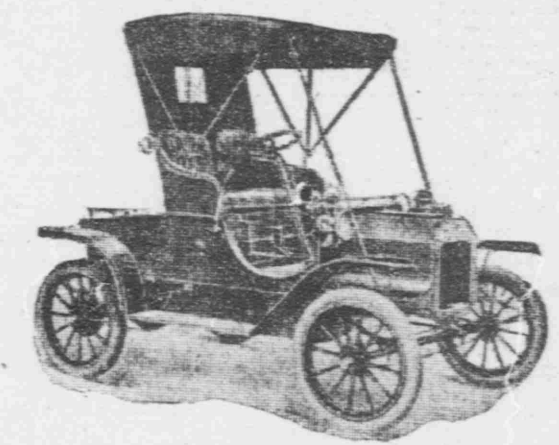
For Service and Reliable Repairs.

AUTOMOBILE BARGAINS.

For Sale—A touring car and a runabout; both in excellent condition.

DEWEY GARAGE
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A Runabout Especially Designed for Physicians---Professional and Business Men



The use of the motor car is unquestionably gaining that position in the business world where it is no longer a luxury but a necessity. The real question of concern is the original cost and the after expense. In the purchase of a

Reo at \$675 Complete With Top
(As Illustrated Above)

You do away with these objections, hence your car will become a source of pleasure, and be a real benefit to you.

It's the Car That Saves Time and Expense And Is Always Ready When You Are

Efficient, durable, economical, powerful, of pleasing appearance and attractive finish, it is all the most exacting purchaser could desire.

The passenger capacity is four, all facing forward. Touring Car ability at a Runabout price. The rear seats can be closed, as illustrated above.

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The Cars Are Here

You are invited to call and inspect our display of slightly used automobiles, which we offer the Washington auto seekers.

Our coming in Washington has been very successful, and we attribute this largely to the values that we are constantly offering.

We do not require you to buy any one special car. We sell all of them and sell you the car you want at a fair profit.

If the car is not in our local showroom, it surely will be at our Philadelphia showroom, where we always have 75 cars to select from. Tell us what you want, we will ship it here to you.

We guarantee every car to be as represented.

Demonstrations by Appointment.

Nickerson Automobile Exchange,
309 1/2 Fourteenth Street N. W.
Phone Main 5971.

The New Model

Ford Roadster

(See illustration on this page) Is destined to become even more popular than its predecessors. This model "S" is a 4-cylinder shaft drive, 18-horsepower, wheels 30x3 inches, detachable rumble seat, closed in guards, and sells for \$775, delivered in Washington.

Orders being booked now. Call or phone for catalogue.

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